

GLOBAL OPPORTUNITY
YOUTH NETWORK
THE FUTURE IS YOUNG
aspen institute

11 DECEMBER 2025

GOYN/BOTNAR LEARNING EXCHANGE

*Diversified Financing Models for
Youth Economic Opportunity, Agency & Well-Being*



DIVERSIFIED FINANCING MODELS FOR YOUTH ECONOMIC OPPORTUNITY, AGENCY & WELL-BEING

AGENDA

- 1. INTRODUCTION AND CONTEXT-SETTING – 15 min**
- 2. CASE STUDY #1: GOYN THIES I ECLOSIO – 25 min**
Youth-led financial education and inclusion
- 3. CASE STUDY #2: GOYN BHARAT I TRANSFORM RURAL INDIA – 25 min**
Youth entrepreneurship financing
- 4. BREAKOUT DISCUSSIONS – 20 min**
- 5. CLOSING REFLECTIONS – 5 min**

1. INTRODUCTION AND CONTEXT- SETTING



1. INTRODUCTION & CONTEXT-SETTING

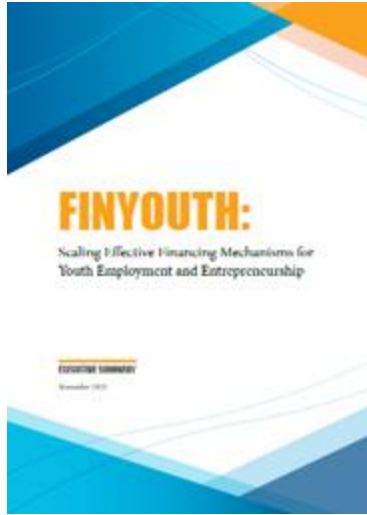
THE CHALLENGES WE ARE TRYING TO SOLVE

New financing models are emerging to fund youth economic opportunities, agency and well-being, but lack of familiarity with these products is leading to:

- 1 Not enough investable opportunities**
Disbursement of capital is the biggest challenge due to lack of pipeline
- 2 Misalignment between investors and implementers**
Seekers of capital and deployers of capital do not speak the same language and don't understand each other
- 3 Inappropriate/inefficient use of capital**
Investors and seekers of capital do not use the right tools for the challenges they are trying to solve; risk of crowding out investors or misaligning incentives
- 4 Low usage of grant and risk capital mix/blended and follow-on capital structures**
Missed opportunities to combine the best attributes of these tools and mobilize commercial risk capital
- 5 Small scale**
Most investments fail to influence financial systems (e.g. government budgets, commercial capital)

1. INTRODUCTION & CONTEXT-SETTING

INTRODUCING FINYOUTH



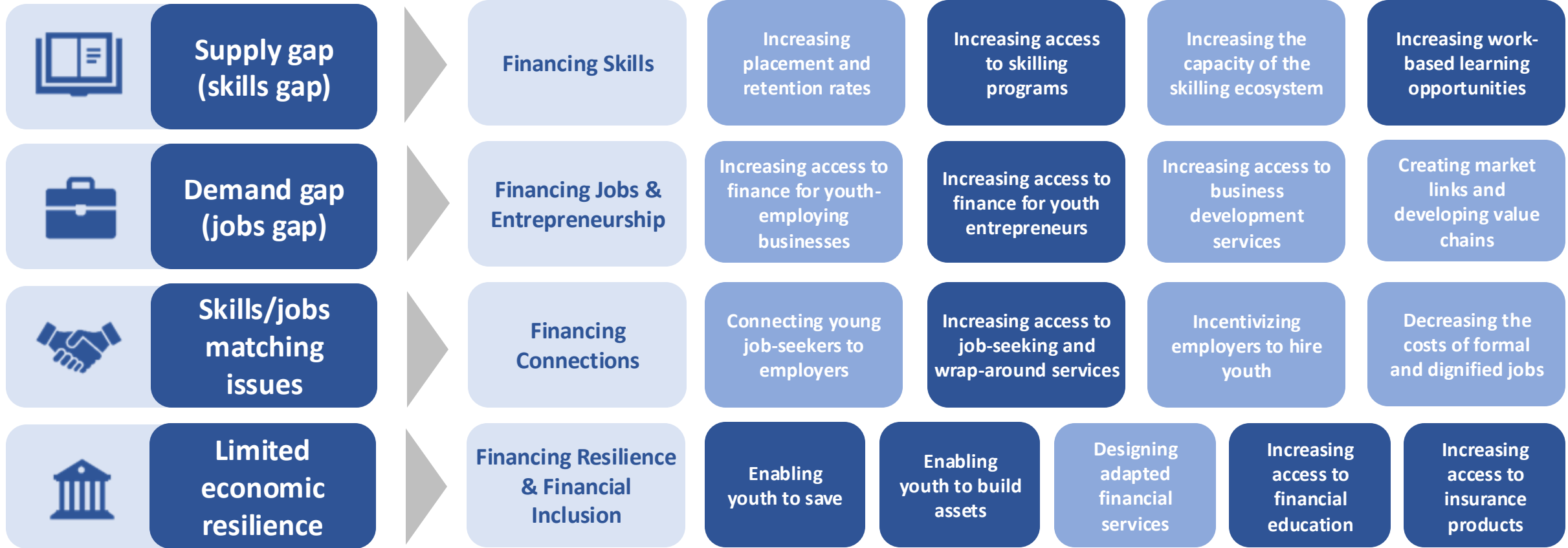
- Collaboration between GDI, GOYN and Catholic Relief Services
- [Landscape report](#) based on 60+ stakeholder interviews and secondary data
- Comprehensive **analytical framework and product mapping**
- **200+ programs & products** reviewed
- **42 detailed case studies**
- **12 key recommendations and 11 highlighted products** showcasing scalable, effective financing mechanisms for youth economic opportunities and resilience

1. INTRODUCTION & CONTEXT-SETTING

FINYOUTH BREAKS DOWN YOUTH UNEMPLOYMENT INTO FOUR KEY ISSUES

FOUR EMPLOYMENT ISSUES

17 SOLUTIONS

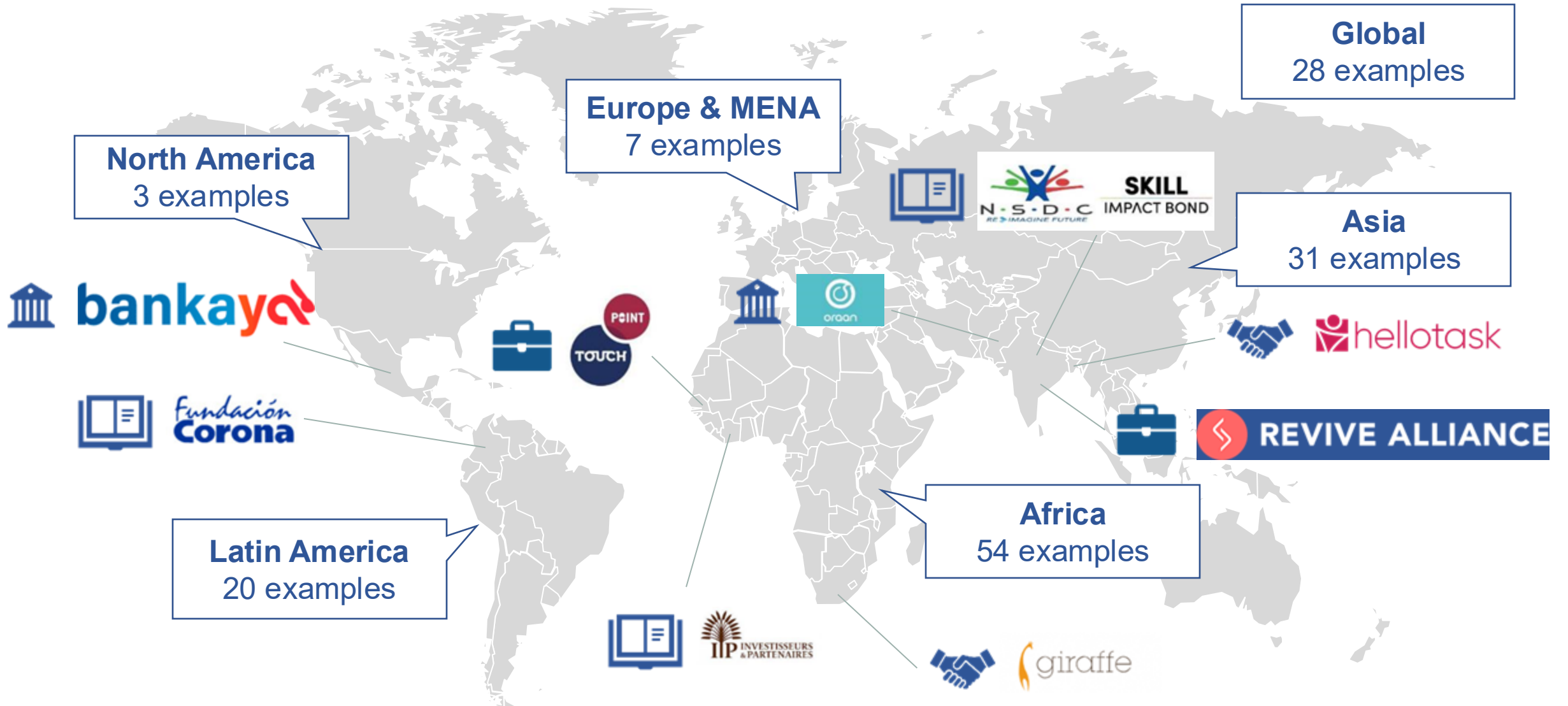


Youth solutions

Ecosystem solutions

1. INTRODUCTION & CONTEXT-SETTING

FINYOUTH INCLUDES 140+ EXAMPLES OF FINANCING SOLUTIONS FROM ALL OVER THE WORLD



1. INTRODUCTION & CONTEXT-SETTING

FOUR KEY TAKEAWAYS

- 1 Understanding the underlying causes of low youth employment, agency and/or well-being in a community is key (different issues require different solutions)
- 2 How funding is used matters as much as how much funding is available
- 3 Financing mechanisms and tools requires expertise to be used effectively – but are not necessarily complex to implement
- 4 Cross-sector collaboration is critical for effectiveness and sustainability at scale

1. INTRODUCTION & CONTEXT-SETTING

12 RECOMMENDATIONS + 11 PROMISING PRODUCTS

FINYOUTH PRODUCTS

Financing Skills

1. **Scalable results-based financing models** to fund skilling programs
2. **Career bonds** for short-term, high-impact skilling programs
3. **Public-private financing models** for work-based learning

- Career Financing (ISA)
- Workforce Development Outcomes Fund
- Government Incentive Fund
- Apprenticeship/Internship Fund
- Public-private Skills Centers

Financing Jobs & Entrepreneurship

1. **Large-scale livelihoods funds** adapted to the needs of youth entrepreneurs
2. **Impact funds** directing concessional financing to MSMEs
3. **Partnerships & online delivery models** to increase access to BDS

- Livelihoods Fund
- Youth Impact Fund
- Project Finance for Youth Employment

Financing Connections

1. **Catalytic investments** in job-matching platforms tailored to the needs of the youth
2. **Results-based financing models** for job search assistance programs
3. **Reallocate funds** allocated to youth wage-subsidy programs

- Youth Connect Innovation Fund
- Formal Work Fund

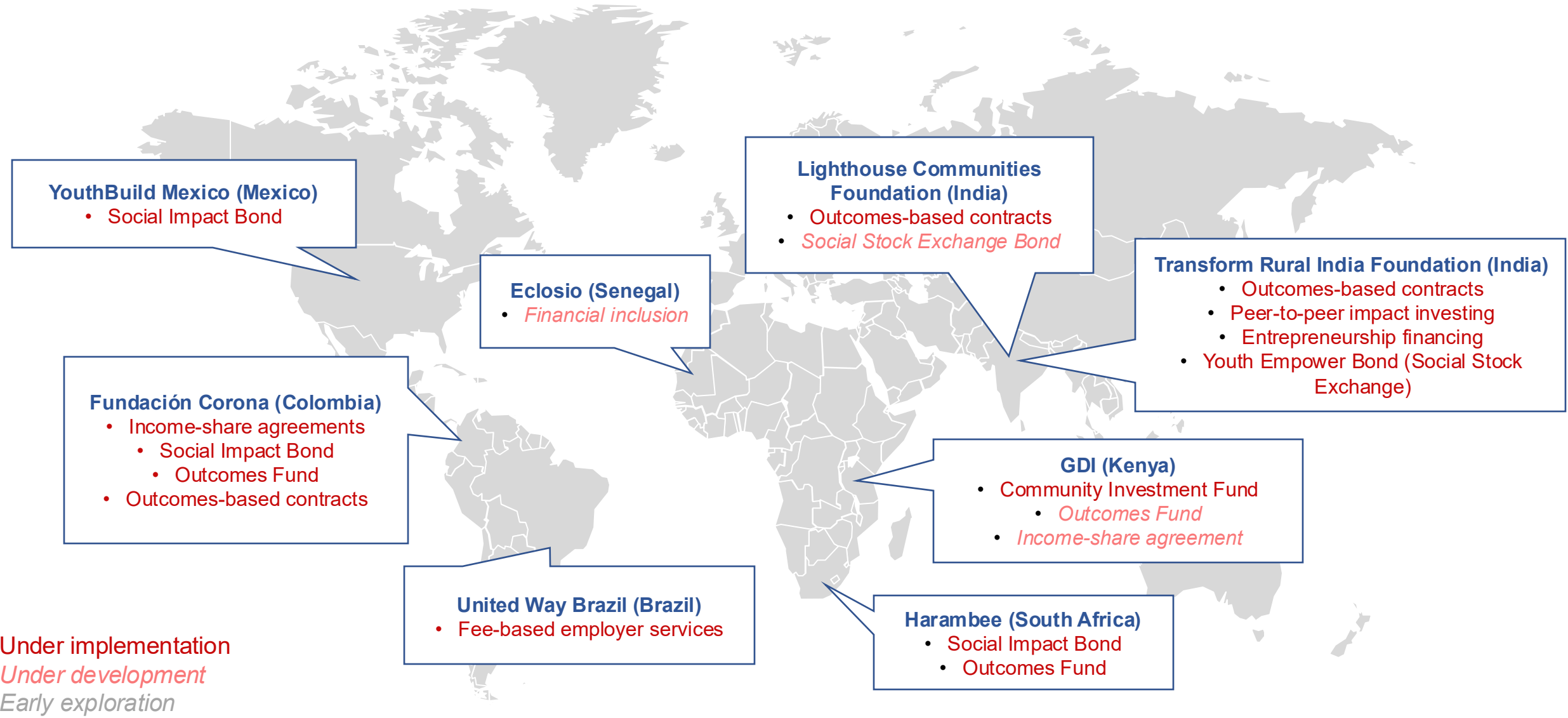
Financing Resilience & Financial Inclusion

1. **Digital savings groups** solutions that are best suited to youth needs
2. **Digital financial services** to reach and serve unbanked youth
3. **Partnerships with financial institutions** to deliver financial education

- Digital Youth Savings Groups

1. INTRODUCTION & CONTEXT-SETTING

GOYN PARTNERS ARE ALREADY IMPLEMENTING THESE NEW INSTRUMENTS, FACILITATING INNOVATION, SCALING & LEARNING



Under implementation
Under development
Early exploration

1. INTRODUCTION & CONTEXT-SETTING

EXAMPLE #1: RESULTS-BASED FINANCING IN COLOMBIA

FOUR EMPLOYMENT ISSUES

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1. INTRODUCTION & CONTEXT-SETTING

EXAMPLE #1: RESULTS-BASED FINANCING IN COLOMBIA

What is Results-Based Financing?

- Results-Based Financing (RBF) covers a broad range of financing products where payments to service providers are partly or fully conditioned on the achievement of specific outcomes (“outcome payments”).
- In the context of youth employment, RBF models seek to link outcome payments to students’ employment outcomes, such as placement and retention rates, or business starts (for entrepreneurship).

Benefits of RBF

- Service providers are incentivized to deliver outcomes, not activities. RBF directs funding to the most effective programs.
- Less micro-managing of activities enables service providers to innovate and test different approaches.
- RBF can bring in a more diverse crowd of funders (e.g., impact investors).

Challenges of RBF

- Requires extensive and accurate Monitoring & Evaluation systems.
- Implementing a RBF model can be lengthy and costly, making them hard to scale.

1. INTRODUCTION & CONTEXT-SETTING

EXAMPLE #1: RESULTS-BASED FINANCING IN COLOMBIA

+4887
People **formally employed** (SIBs)

+2500
Formally **retained** for 3 months

+45% of those placed were between 18 and 24 years old.

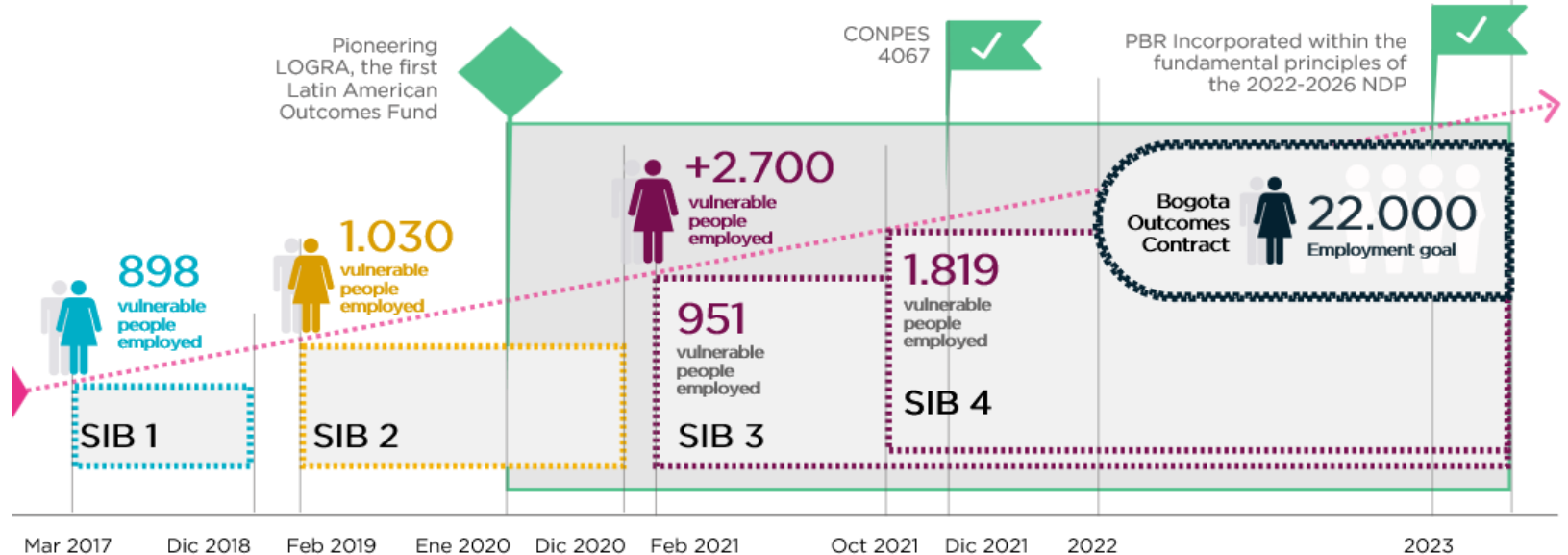
+60% were young women.

+15,5 M USD
Public resources mobilized

+ 4 M USD
Private resources mobilized

Since 2016, **Fundación Corona** has served as the executing agency for SIBs.CO, an RBF project co-financed by SECO and IDB Lab.

This **systemic approach** has facilitated the creation of an integrated ecosystem for social outcomes contracting aligning impact investment with public policy goals and implementing best performance management practices.

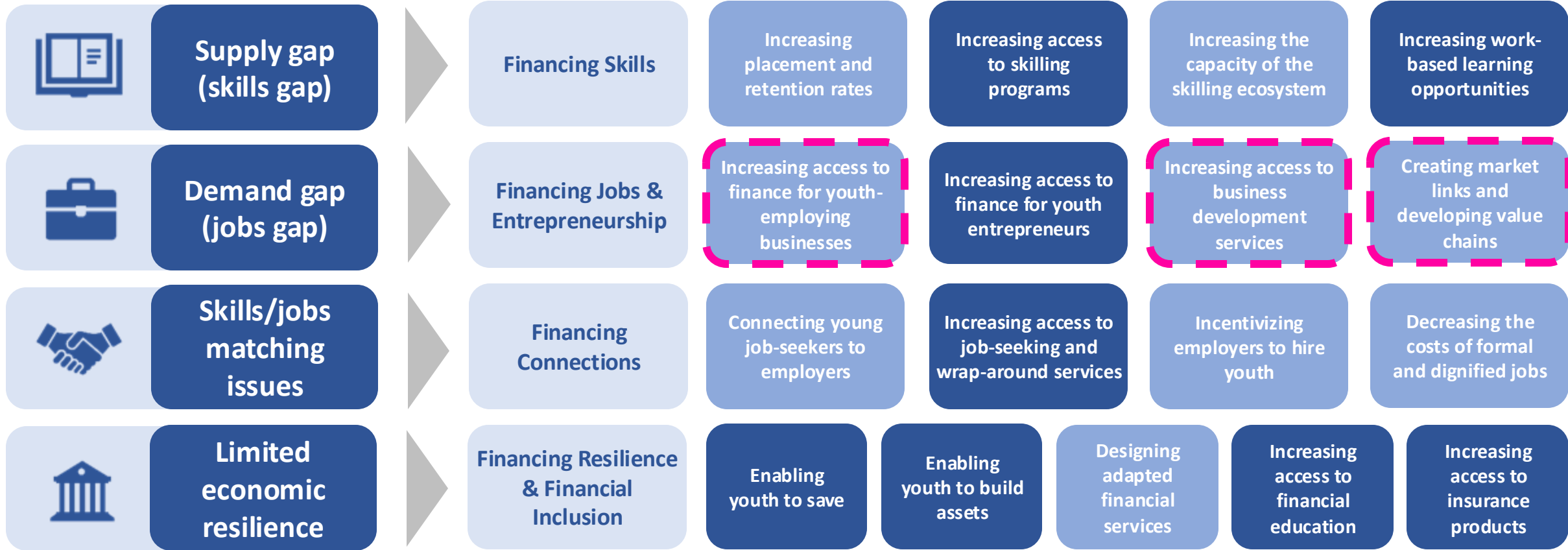


1. INTRODUCTION & CONTEXT-SETTING

EXAMPLE #2: ECONOMIC DEVELOPMENT & INVESTMENT COUNCIL (EDIC)

FOUR EMPLOYMENT ISSUES

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EDIC Vision & Mission

Vision:

EDIC’s vision is a prosperous, sustainable Greater Mombasa Area—Mombasa, Kilifi, and Kwale—where youth-led job creation and enterprise growth lift quality of life in line with the SDGs, and a clear, pro-business environment for innovation, entrepreneurship, and investment positions Mombasa as a regional and global hub for trade and opportunity.

Mission:

EDIC’s mission is to catalyze enterprise, innovation, and investment across the Greater Mombasa Area. We deliver targeted projects and policy fixes that expand market access and productivity. We mobilize local assets and partnerships to strengthen the economic ecosystem. We put youth first by linking them to dignified jobs and ventures through a Human Resources Taskforce that engages employers, SMEs, and the informal sector to place and retain talent.

Strategic Pillars



1. Pipeline Assessment

2. Project Preparation






3. Risk Capital Engagement

4. Donor Fundraising

5. Policy & Incentives Advocacy

6. Strategy & Administration

EDIC portfolio: 4,350 potential new jobs via +\$195 million in investment funding — across 7 projects

Sector	Project Name	Current Activity	Priority 6 months milestone	Intervention	Estimated Total Funding need	Estimated Direct Job Creation	Estimated Indirect Job Creation	
	Tourism	<i>Mombasa Convention Bureau</i>	Pre-Feasibility Study	Feasibility Study	Demand Generation	\$1 - 5 million	10-20	500 - 1500
		MICE	Global Operator & Investor Outreach Round	Pre-Feasibility Study	Development	\$100 - 150 million	300-600 (const.) 150-250 (O&M)	400 - 600
		<i>Shared Hotel Wastewater Treatment</i>	Market Sounding	Concept definition & project screening	Sanitation	\$1 - 5 million	80 (const) 20 (O&M)	150
	Housing	<i>Low Cost Housing</i>	Concept definition & project screening	Project Development	Construction	\$5 - 10 million	1500 (const.) 30 (Mgmt)	250
	Agriculture	<i>Tea Industry Common Value-Addition Facility</i>	Pre-Feasibility Study	Feasibility Study	Agro-processing	\$1 - 5 million	150 (const.) 300 (O&M)	400 - 600
	Manufacturing	<i>Industrial Area Shared Solar Power Micro-grid</i>	Concept definition & project screening	Pre-Feasibility Study	Power Distribution	\$5 - 10 million	200 (const.) 15 (O&M)	80
	Transport	Water Transport	Pre-Feasibility Study	Feasibility Study	Infrastructure	\$5 - \$10 million	300 (const.) 170 (O&M)	500-600

2. CASE STUDY #1: GOYN THIES | ECLOSIO

*Youth-led financial
education and inclusion*

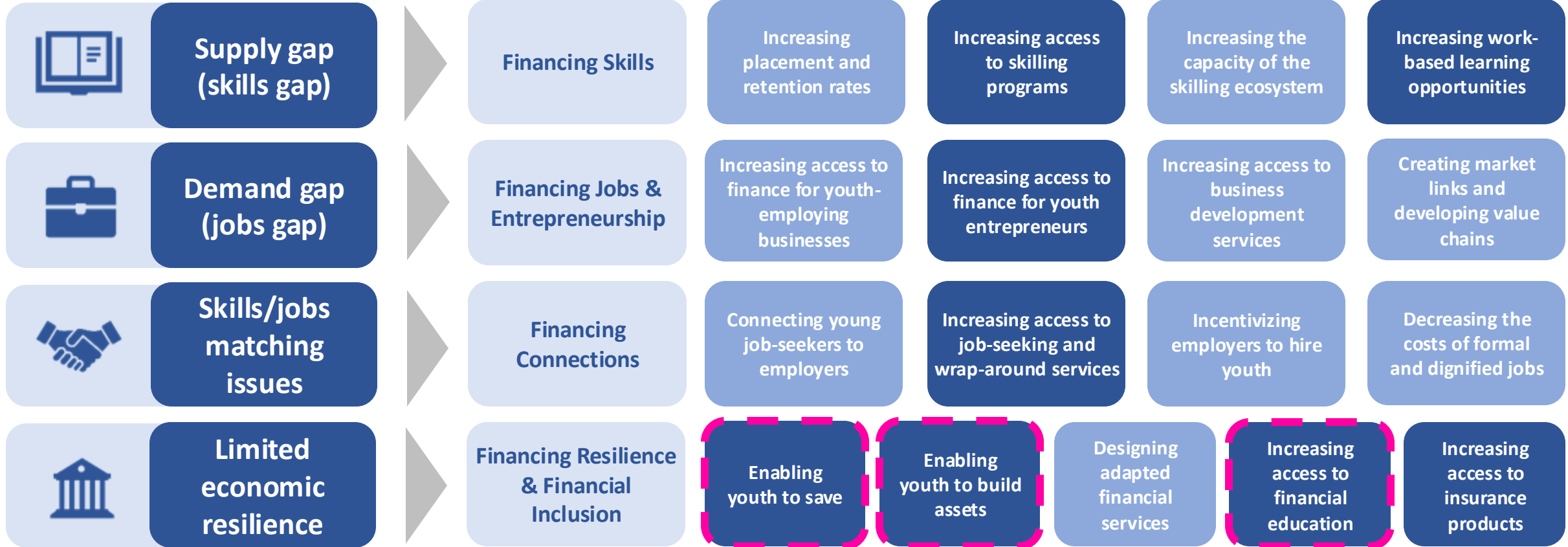


2. CASE STUDY #1: GOYN THIES | ECLOSIO

YOUTH-LED FINANCIAL EDUCATION AND INCLUSION

FOUR EMPLOYMENT ISSUES

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2. CASE STUDY #1: GOYN THIES I ECLOSIO

CONTEXT: LOW FINANCIAL INCLUSION LINKED TO LIMITED FINANCIAL EDUCATION

In the Thiès region, the financial inclusion of young people is hampered by deep obstacles, shaped by local specificities.

According to the Youth4Data survey, **82% of young people** identify financial inclusion gaps as barriers to their economic opportunities, including:



Limited access to finance
Inadequate requirements (guarantees) and precarious incomes resulting from local underemployment.



Geographical and digital exclusion
Incomplete infrastructure, poor internet coverage and unequal access to inclusion tools.



Low financial education
Scarcity of offers adapted to the linguistic and educational realities of young people, especially in rural areas.

2. CASE STUDY #1: GOYN THIES I ECLOSIO

FINCONNECT AIMS TO CLOSE THE YOUTH FINANCIAL EDUCATION GAP IN THIES

GOYN Thiès FinConnect aims to strengthen the financial inclusion of young people in the Thiès region, particularly those aged 18 to 35 from rural and peri-urban areas.

OBJECTIVES:

- ✓ **Strengthen youth financial** skills through practical training and tailored digital content.
- ✓ **Facilitate access to financial services** in partnership with local institutions.
- ✓ **Create trust-building spaces** through dialogues between youth and financial actors.

TARGETS:

- ✓ **300** youth that receive financial literacy training
- ✓ **70%** demonstrating improved financial literacy
- ✓ **30%** that open savings accounts or access microfinance loans
- ✓ **Additional 1500+** youth reached via social media video capsules
- ✓ **20 business plans** developed by young entrepreneurs presented to partner banks

PARTNERS:

- Partner **financial institutions** (Baobab, LBA, Crédit Sud, Caurie Microfinance).
- The **GOYN Multi-Stakeholder Advisory Group** (CMC Africa, Case Verte, Paradigm Initiative, Pôle Emploi): expertise to train young people in financial education and co-produce adapted digital content.
- The **GOYN Youth Advisory Group (YAG)** : trainers and dissemination of educational module and capsules.

2. CASE STUDY #1: GOYN THIES | ECLOSIO

FINCONNECT INVOLVES YOUTH AT EVERY STEP TO ENSURE RELEVANCE AND EFFECTIVENESS

1 Module development and harmonization workshop

- Modules developed by Eclasio were harmonized with experts from MSAG and YAG. Their significant contribution resulted in clear and adapted materials covering:
 - **Introduction to Financial Education**
 - **Budgeting**
 - **Savings**
 - **Credit**
 - **Access to Financial Services**
- This initiative involved successful collaboration with private trainers and **2 prominent banks**. The banks helped correct the modules by providing accurate interest rates, products, and services information, ensuring comprehensive and practical content delivery.
- **3 Experts** focused on making the modules more andragogical, aligning them with adult learning principles.
- Additionally, **6 youth** contributed by ensuring the modules were tailored to young people with low education levels, making the content accessible and relevant to their needs.



2. CASE STUDY #1: GOYN THIES | ECLOSIO

TRAINING IS LED BY YOUTH ADVISORY GROUP MEMBERS TRUSTED BY THEIR PEERS

2 Training of Trainers (ToT)

- YAG members were trained by partner experts to conduct field training using playful tools, games, and visual images/illustrations.
- They were equipped with interactive and engaging training methods for their multiplication work in their areas of residence.



3 Youth Training

- October 1 – 15, 2025, selection of young people from the first cohort according to their areas of residence.
- *Youth Training (October 28–30, 2025 – Sindia, Pout and Meckhé): First cohort of 63 young people trained.*



2. CASE STUDY #1: GOYN THIES I ECLOSIO

VIDEOS WILL INCREASE REACH TO 1500+ YOUTH IN THE COMMUNITY

4

Youth-Led Video Production (In Progress)

- **5 videos capsule production activities** are currently underway, with each young person set to speak about a specific module.
- These modules cover essential topics such as **Savings**, explaining best practices for managing money; **Budgeting**, detailing techniques for effective financial management; and **Credit**, informing participants about responsible credit usage and its benefits.
- **To maximize visibility and impact**, these educational modules will be shared across various social media platforms. This strategy is designed to achieve a wider reach, ensuring the valuable information reaches more people in both urban and rural areas.



2. CASE STUDY #1: GOYN THIES | ECLOSIO

EARLY LEARNINGS

Key Success Drivers

- ✔ **Strategic Multi-Stakeholder Engagement:** The active collaboration between YAG, MSAG, municipalities, was a cornerstone of success. This directly strengthened the implementation process.
- ✔ **The "Bank Factor":** The visible engagement of the two financial institutions significantly boosted the project's credibility and the effectiveness of financial activities
- ✔ **Inclusive Impact:** The high participation rate of women was not just a metric met; it actively enriched the quality and inclusiveness of all activities.

Critical Challenges

- ✘ **The Trust Deficit:** A major hurdle remains the deep-seated skepticism youth hold toward financial institutions. Overcoming these negative perceptions requires sustained, long-term trust-building efforts.



3. CASE STUDY #2: GOYN BHARAT | TRANSFORM RURAL INDIA

*Youth entrepreneurship
financing*



3. CASE STUDY #2: GOYN BHARAT I TRANSFORM RURAL INDIA

YOUTH ENTREPRENEURSHIP FINANCING

FOUR EMPLOYMENT ISSUES

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 Youth solutions

 Ecosystem solutions

Transform Rural India Foundation (TRI) is one of the Anchor Partners implementing the GOYN approach in rural India



A non-profit organisation working in the most **disadvantaged rural communities** across India to create sustainable and scalable development solutions to create **self-reliant ecosystems**

Partnering with GOYN since 2020, TRI works across **2 rural communities in Jharkhand and Madhya Pradesh** and has **connected 60K+ youth to economic opportunities** to date

One of the **core pathways of implementation** for TRI in GOYN communities is **mass entrepreneurship**, which addresses the **shortage of formal rural jobs for youth** by nurturing small enterprises, reducing migration, and building on traditional and locally available knowledge

PATHWAYS

I. PROMOTING MASS ENTREPRENEURSHIP



II. MAKING AGRICULTURE ASPIRATIONAL



III. INCREASING ACCESS TO FORMAL EMPLOYMENT



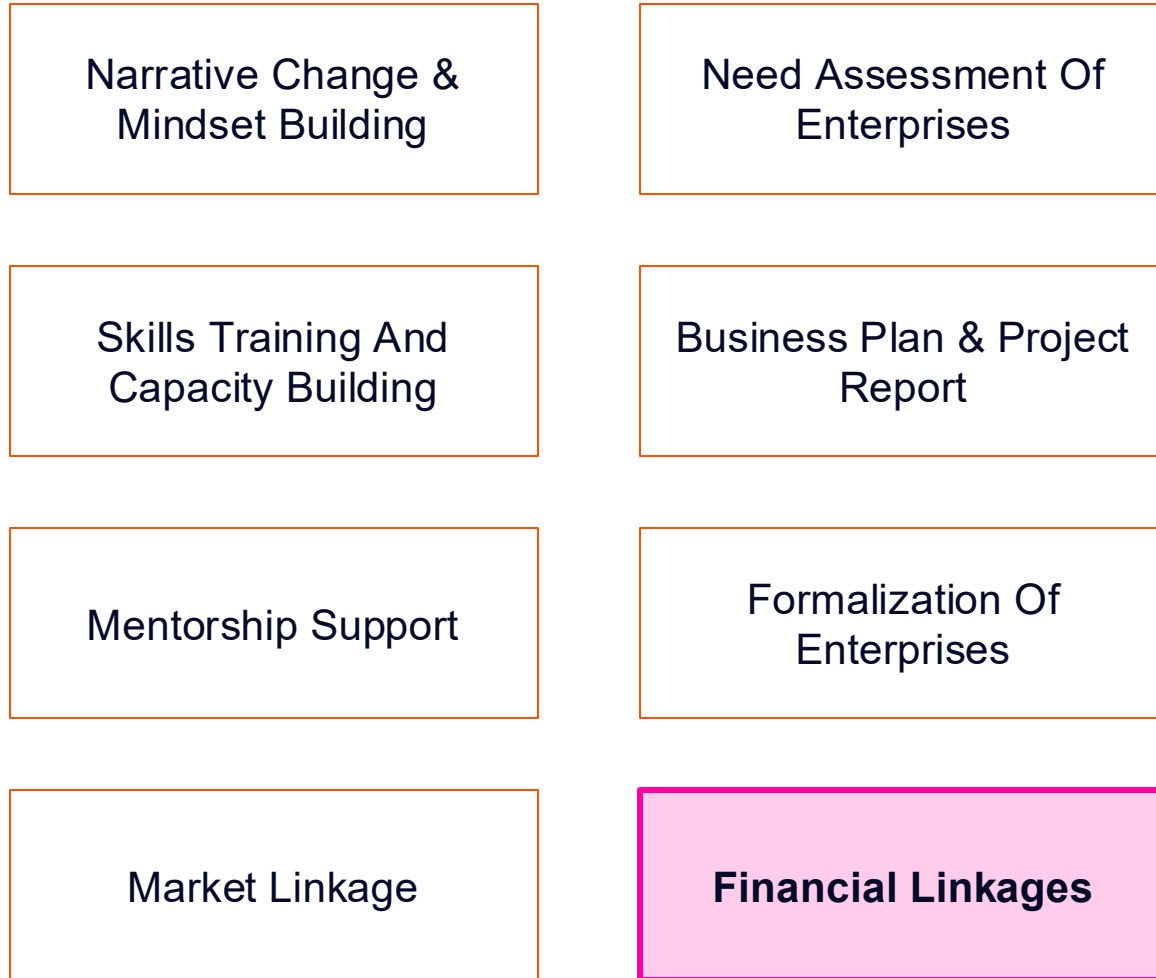
IV. EMPOWERING YOUTH TO BECOME CHANGEMAKERS



V. BUILDING A REFERRAL NETWORK OF SUPPORT SERVICES



TRI provides a range of services and support mechanisms to budding entrepreneurs, helping them grow and sustain their businesses



Most entrepreneurship programs do not provide financing as a key offering in their program, but TRI has tried to solve this gap by **enabling access to diversified sources of capital for youth entrepreneurs**

Traditional forms of financing are typically inaccessible to young rural entrepreneurs due to multiple barriers

Mismatch in Products

Conventional microcredit doesn't suit early-stage rural enterprises' cash flows.

Lack of Formal Records

Youth in informal sectors lack bankable documents, making them "invisible" to formal finance.

Perceived Risk and Mistrust

Youth are seen as high-risk; they mistrust rigid formal institutions.

Limited Financial Literacy

Youth struggle to leverage financial products effectively without advisory support.

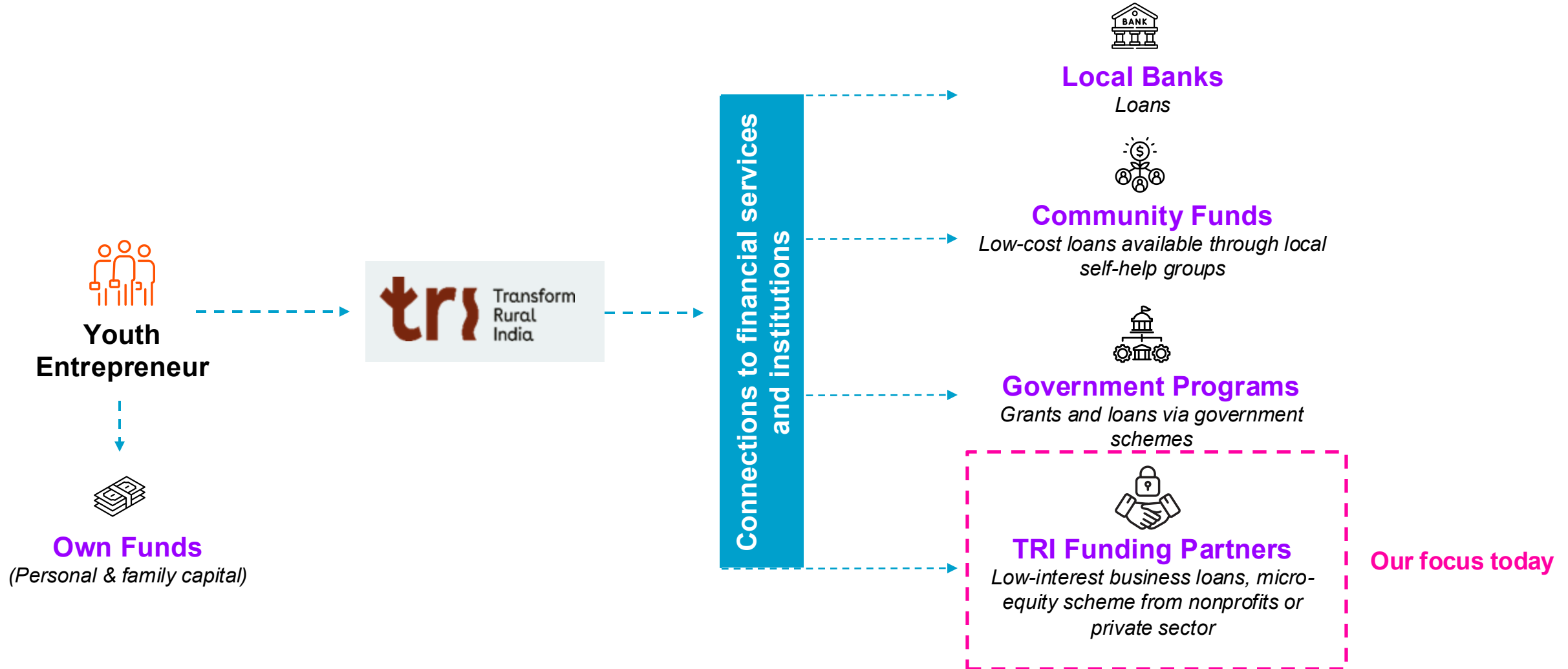
Gendered and Social Barriers

Women faces additional barrier of social norms and limited mobility .

Absence of Transactional Data






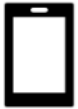

Rare record keepings limits the possibility of performance-based financing.

TRI helps entrepreneurs overcome these barriers by connecting them to a diversity of financing sources offering a range of products to meet their needs



Private Partnership Deep Dive 1: Rang De (peer-to-peer social lending platform)

Since its inception in 2008, Rang De, has raised and disbursed > \$15 million through their peer lending platform

Key offerings				Impact in TRI Communities	
1 	2 	3 	4 	\$160K	Total loans disbursed across 2 TRI communities
Affordable interest rates Intermediating banks, direct fundraising from individuals	Loans to first-time borrowers help build a credit score	Flexible loans Co-creation of loan product for the community	Financial literacy training through feature/smartphone	89	Loans disbursed to women entrepreneurs
5 	6 	7 		114	First time borrowers
Track repayments Through partner dashboards	On-demand access to credit Digital and paperless process, instant disbursals	No hidden charges No penalty for foreclosure of a loan, loan cancellation		7	Repeat loans

Private Partnership Deep Dive 1: Rang De (peer-to-peer social lending platform)

For **youth entrepreneurs** in TRI communities, **Rang De offers customised loans** enabling them to overcome capital barriers and confidently invest in growing their enterprises

NANO ENTERPRISE

Who it's for:

- Small-scale businesses
- Capital needs under \$550
- New or early-stage enterprises (under 2 years)
- Examples: Retail shops, food stalls, cattle rearing, auto repair, etc.

Loan Details:

- **Amount:** Up to \$550
- **Interest Rate:** 6% flat
- **Repayment:** Monthly instalments
- **Tenure:** 12 months

MICRO ENTERPRISE

Who it's for:

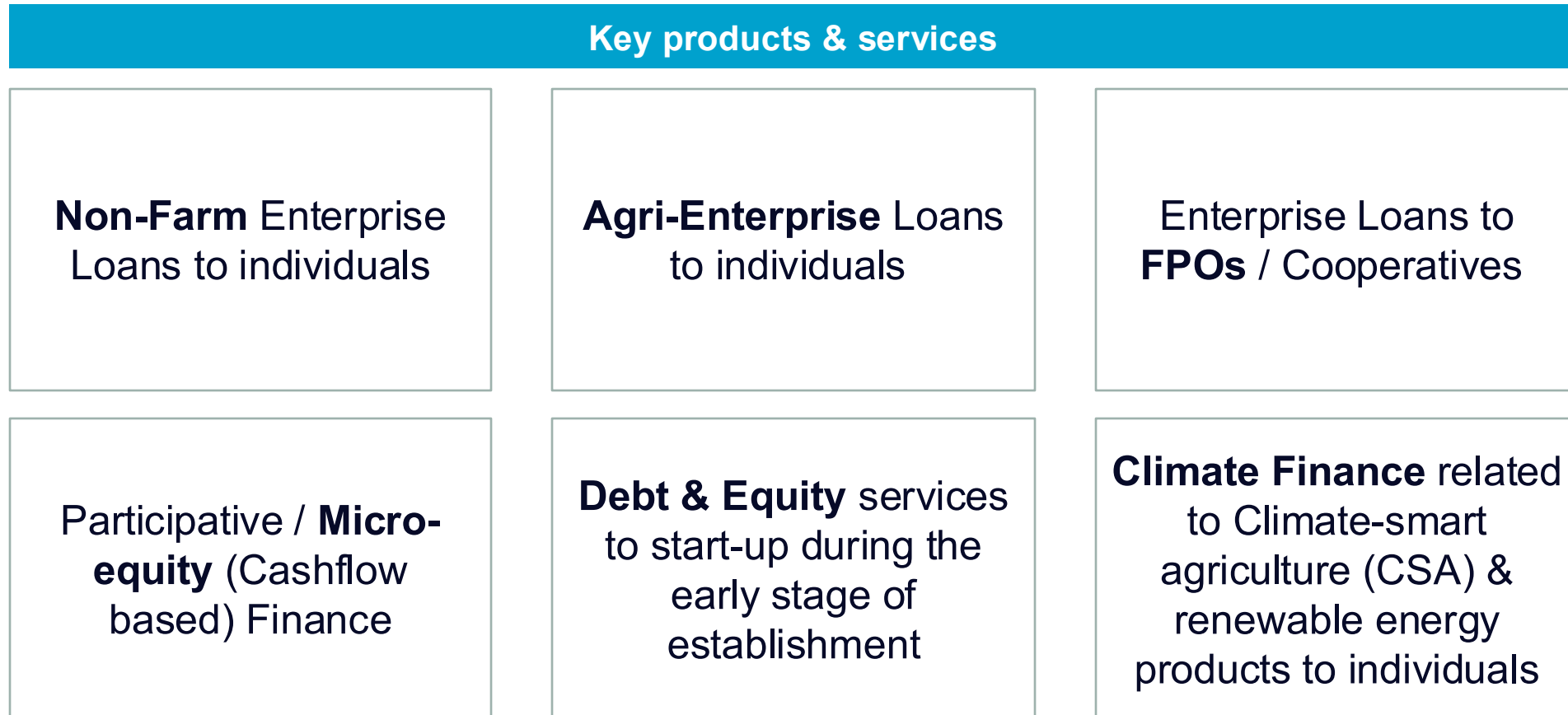
- Enterprises with capital needs under **\$1.1K**
- Existing businesses operating for more than 2 years
- Examples: Food processing units, small manufacturing, retail stores etc.

Loan Details:

- **Loan Amount:** Up to **\$1.1K**
- **Interest Rate:** 6% flat
- **Repayment:** Monthly instalments
- **Tenure:** 12 months
- **Moratorium:** 2 months

Private Partnership Deep Dive 2: **Sampark (micro-finance institution)**

Sampark provides **affordable credit to micro-entrepreneurs** at the grassroots, working through **institutional partners** and technology-enabled lending systems



Private Partnership Deep Dive 2: Sampark (micro-finance institution)

Sampark was setup as smarter **alternative to traditional microfinance**, reaching entrepreneurs through trusted partners and tech-driven efficiencies

Partnership-led

- Works through trusted grassroots partners like TRI
- Avoids building its own field force
- Enables deeper, more cost-effective reach
- Mitigates risk

Holistic Focus

- Goes beyond credit to offer training + market linkages
- Partners provide incubation and livelihood support
- Ensures business growth, not just loans

Innovative Product Suite

- Offers agri, non-farm, and small enterprise loans
- Provides institutional lending for FPOs and micro-equity
- Serves wider rural economic needs than typical MFIs

Tech-Enabled Operations

- Fully digital processes (e-stamp, e-sign, QR payments)
- Ensures efficient, transparent operations
- Scalable and cashless system

Mission-Aligned Capital

- Uses partner-backed guarantees to reduce cost of capital
- Enables truly affordable loans
- Maintains financial sustainability

TRI in partnership with Sampark has launched a new micro-equity product to support youth running small-scale rural businesses

Rural youth lack formal documents, face rigid loan structures, and navigate added social barriers. Many are excluded from the financial system despite running promising small businesses

Micro-Equity Model

1

Blended Finance

Youth contribute 20%, program provides 80% (micro-equity + limited debt)

2

Revenue-based Return

Repayments based on monthly revenues, easing pressure during lean periods

3

Buy-back based mechanism

Youth gradually regain full business ownership over 24 - 36 months

Reach & Offerings

Pilot location: TRI communities in **Jharkhand** and **Madhya Pradesh**

Target population: Locations that have a high concentration of **marginalized youth**

Integrated support: Model **embedded in Youth Hubs** to provide end-to-end business development services for young entrepreneurs

Digital Support: Youth are also provided access to TRI's **Mera Hissab mobile application** for bookkeeping and invoicing for rural micro-enterprises

Over time, the micro-equity model will help youth build financial assets, strengthen their entrepreneurial capacity, and improve long-term their economic stability

1

Enterprise Financing

Start with micro-equity for shared ownership and reduced risk

2

Hisaab App Discipline

Leverage the app for transparent records and digital financial behaviour

3

Layer Savings Products

Introduce savings goals and link to accounts via behavioural nudges

4

Introduce Insurance

Offer basic health, asset, and accident insurance as enterprises stabilize

5

Progression Path

Facilitate formal bank linkages and credit score development

Over the next 6 months, TRIF will work to achieve the following milestones to successfully pilot the Micro-Equity model

Key Activities	Milestones
Selection of Youth Hubs; Orientation of Youth Advisory Groups and local partners; Product Development & Finalization, communication materials, Hisaab Application streamlining (Alternate options)	<ul style="list-style-type: none"> • Hub selection & Staff and YAG trained (completed) • Micro-equity Product finalized (completed) • Selection criteria for entrepreneurs finalized (completed)
Identification and onboarding of 30 youth entrepreneurs; Co-creation of business plans; Onboarding onto Hisaab App	<ul style="list-style-type: none"> • 30 youth selected • Business plans approved • Hisaab accounts activated
Capital disbursement (Participative Finance); Mentor allocation; Start of revenue tracking	<ul style="list-style-type: none"> • 100% disbursement completed • Monthly data dashboards activated
Enterprise handholding and mentoring; Youth Hub support services; Youth reflection circles	<ul style="list-style-type: none"> • Monthly business and Hisaab data monitored • Youth learning sessions held
Data assessment; Model satisfaction workshops with youth; Preparation for reporting	<ul style="list-style-type: none"> • Learning documented • Pilot summary and case studies developed • Report ready
Final reporting; Scaling consultations with state and ecosystem actors	<ul style="list-style-type: none"> • Final report submitted • Strategic scale-up roadmap drafted

4. BREAKOUT DISCUSSIONS



5. CLOSING REFLECTIONS

